



FOREIGN COMPARATIVE TESTING (FCT): Increasing Defense Procurement Traffic on the "Two-Way Street"

**Foreign Comparative Testing Program
3090 Defense, Pentagon Room 3E130
Washington, DC 20301-3090**

**Voice (703) 602-3740 / Fax (703) 602-3748
Linda.Palmer@osd.mil**

<http://www.acq.osd.mil/sts/fct/>



PURPOSE OF FCT PROGRAM

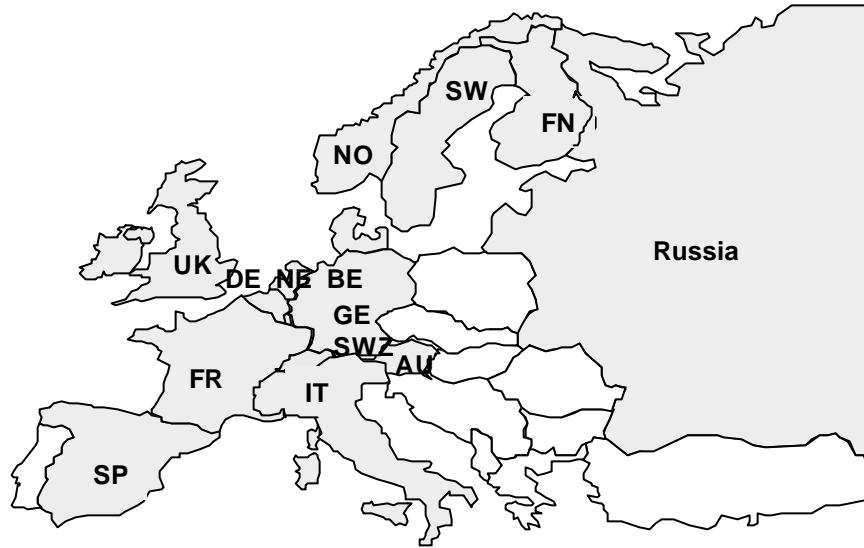
*TEST and Evaluation
of FOREIGN Non Developmental Equipment
that Demonstrates Potential
to Satisfy Sponsor Requirements*



FCT SUPPORTS ARMAMENTS COOPERATION



North America

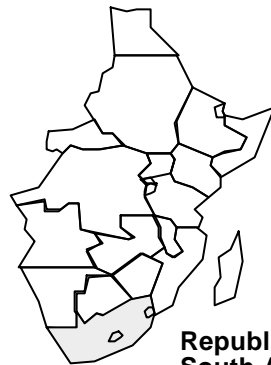


Europe



Middle East

Yellow identifies foreign countries which have participated in the FCT Program.



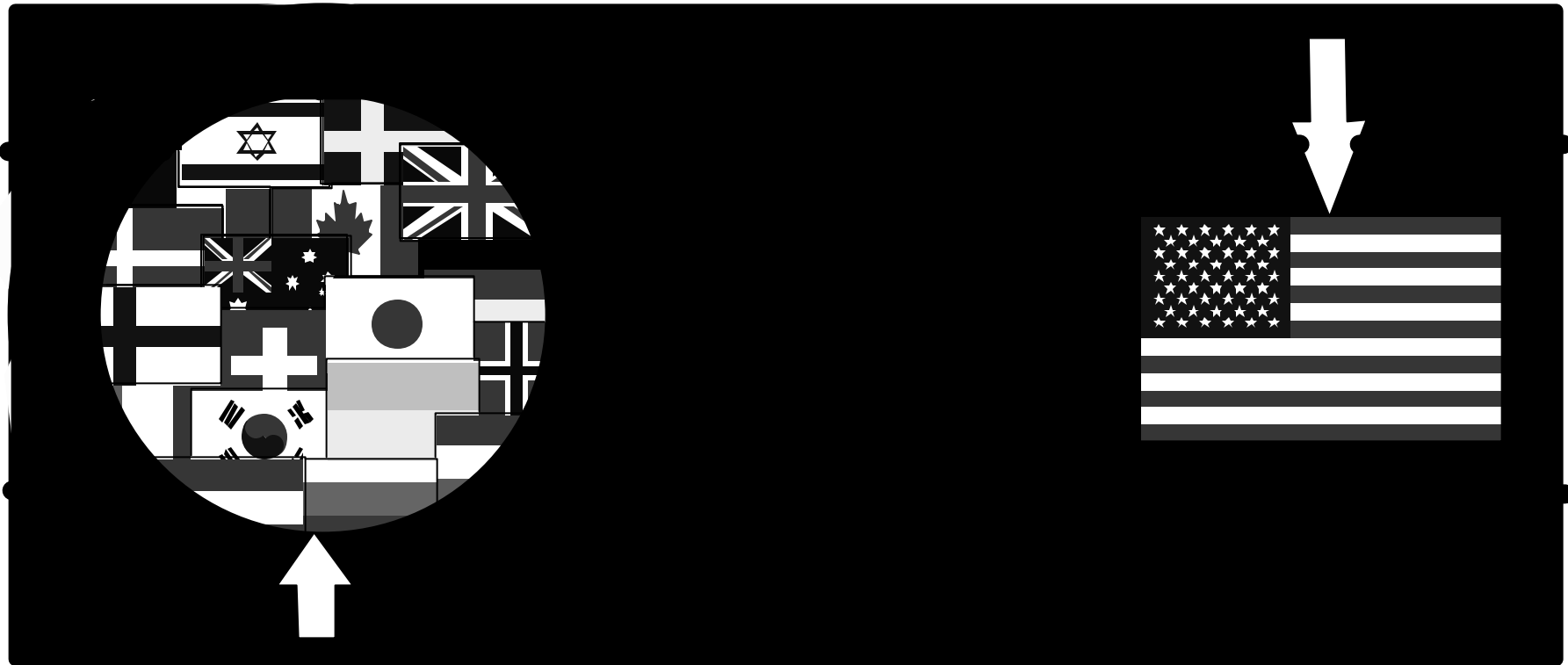
Africa



Far East



FCT SUPPORTS THE TWO-WAY STREET





FCT CAN DIRECTLY BENEFIT YOUR COUNTRY

- **22 U.S. allies and friends have participated in the FCT program.**
- **In 20 years, over 100 foreign items have tested successfully and been procured as a direct result of the FCT program**
- **Over \$5 billion of U.S. procurements**



FCT SUPPORTS ACQUISITION INITIATIVES

Dr Gansler (USD A,T&L): “We must implement aggressively and fully the acquisition reform initiatives of the past few years; and add where appropriate.”

RIGHT SIZE
THE
INFRA-
STRUCTURE

REDUCE
THE COST
OF
WEAPON
SYSTEM
OWNER-
SHIP

LEVERAGE
OUR
ALLIES’
INDUSTRIAL
BASE

LEVERAGE
THE
NATIONS’
INDUSTRIAL
BASE

IMPLE-
MENTATION
OF
ACQUISITION
REFORM



FCT SUPPORTS USD(A,T&L) PRIORITIES

5
TRAINING
AND
EDUCATING
ACQUISITION
WORKFORCE

3
SHIFT RESOURCES
FROM
INFRASTRUCTURE TO
MODERNIZATION
AND COMBAT

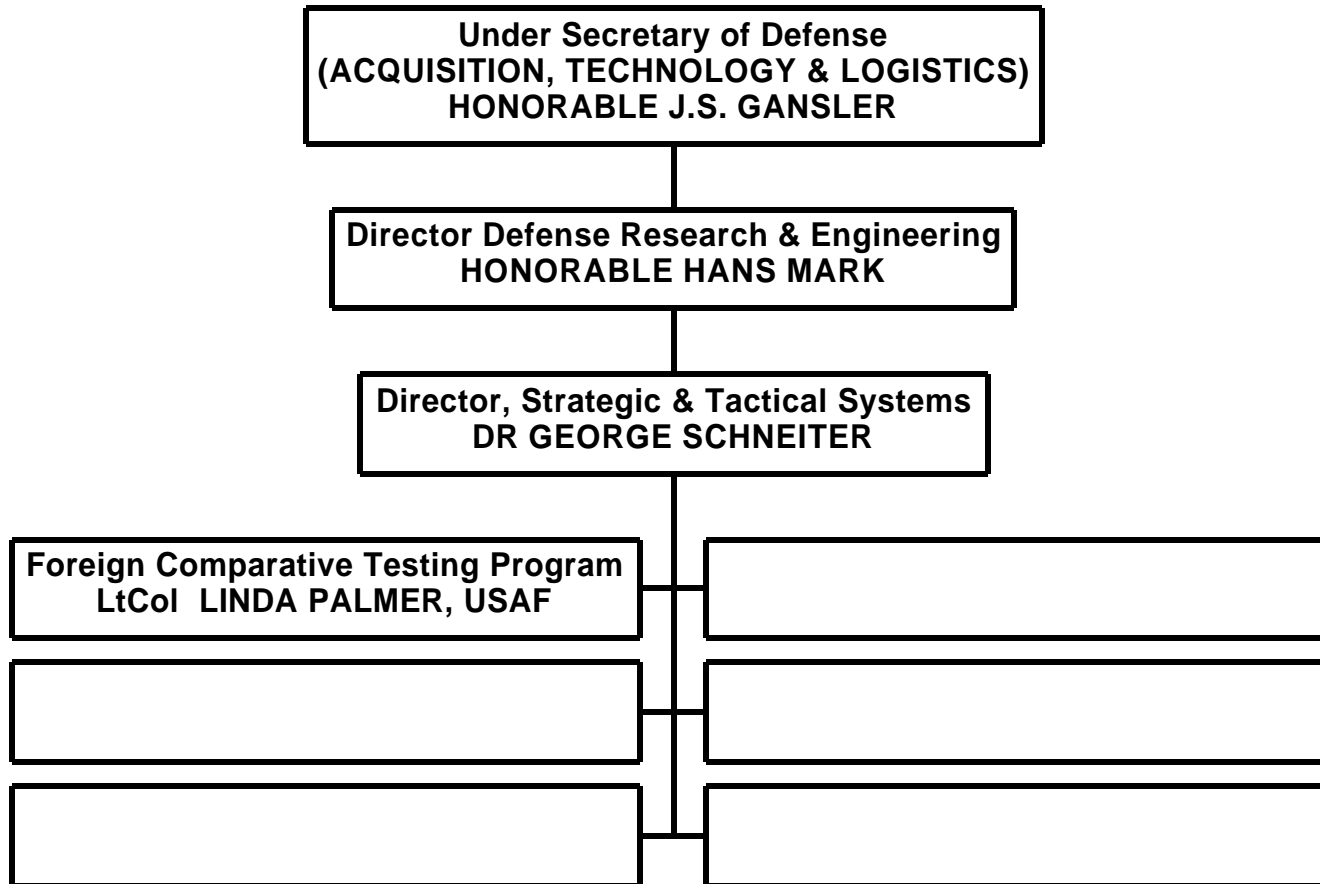
1
DRAMATIC
REDUCTION IN
(ACQUISITION)
CYCLE TIMES

2
GREATER
CIVILIAN/MILITARY
INDUSTRIAL
INTEGRATION

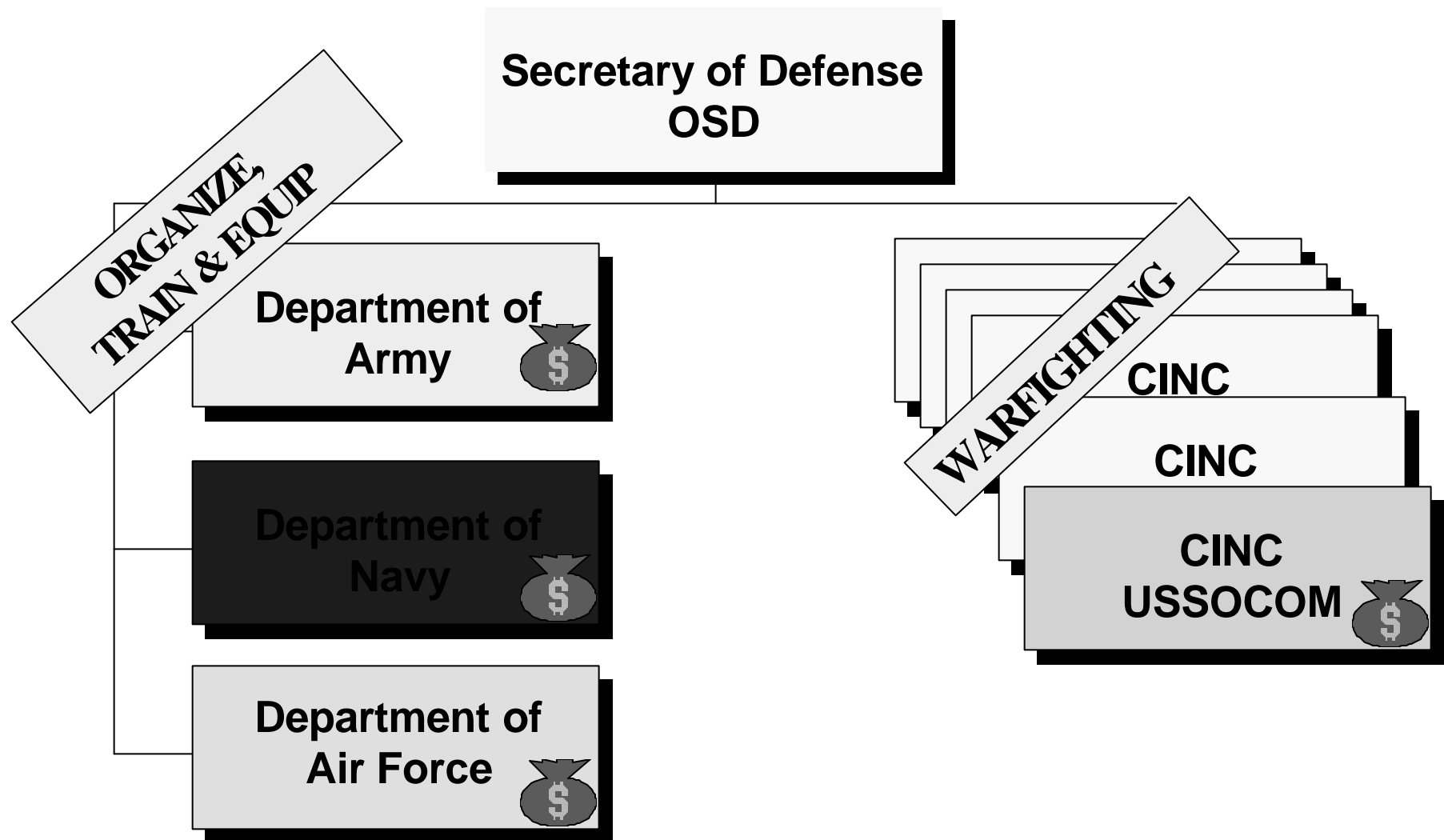
4
MORE
EFFECTIVE
LOGISTICS
SUPPORT



FCT ORGANIZATION IN OSD



ORGANIZATIONAL RELATIONSHIPS



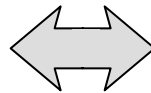
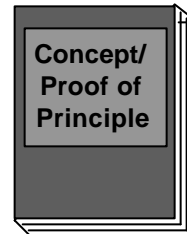
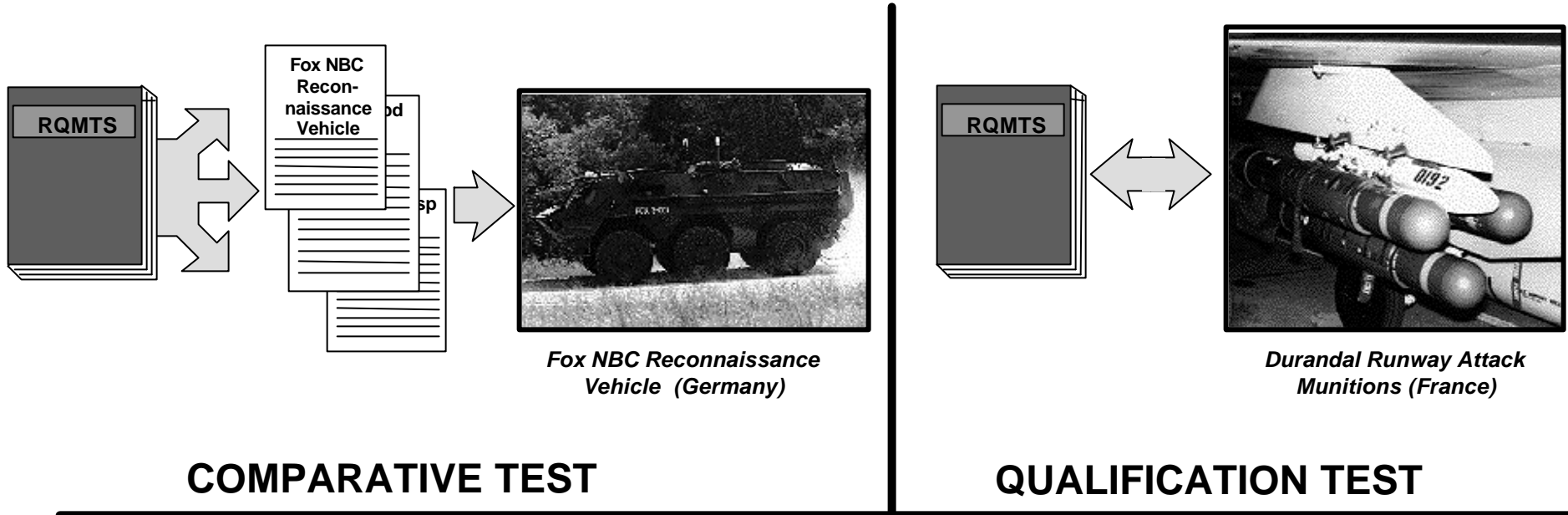


THE FCT PROGRAM

- Categories
- Sponsors
- Proposals
- Procurement

CATEGORIES OF FCT PROJECTS

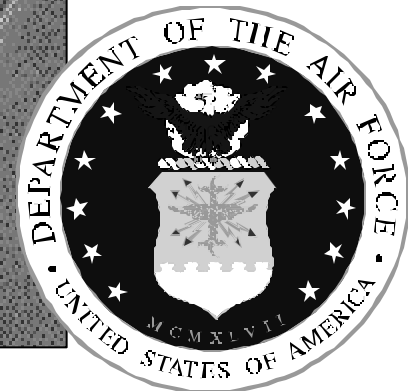
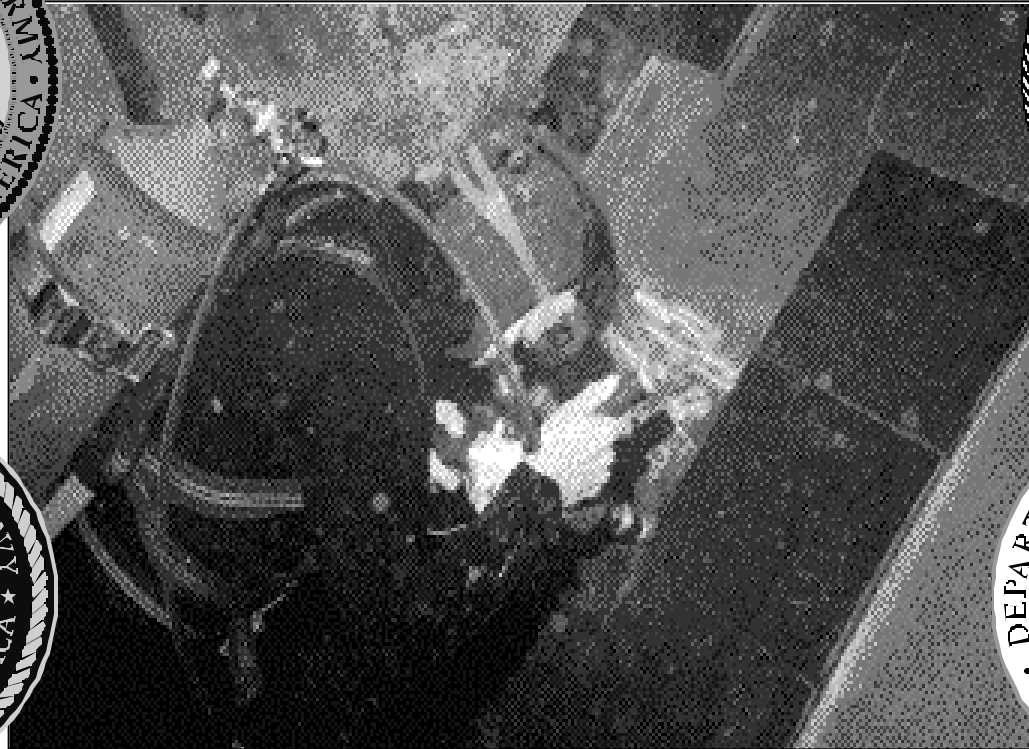
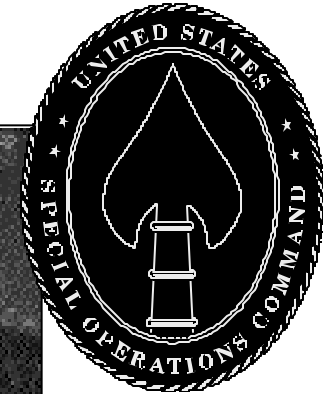
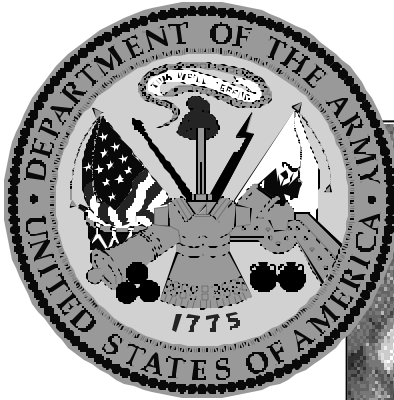
TEST TO PROCURE - HIGHEST PRIORITY



K-36 Ejection Seat (Russia)

TECHNICAL ASSESSMENT (NO INTENT TO PURCHASE - LOWEST PRIORITY)

FCT SPONSORS



ACOUSTIC CLADDING REPAIR KIT (UK)

SPONSORS
(ARMY, NAVY, MARINES, AIR FORCE, SOCOM)
PLAN AND CONDUCT THE TESTING



FCT SPONSORS

**FCT ONLY FUNDS PROJECTS THE SERVICES
AND SOCOM SPONSOR**

EXAMPLES



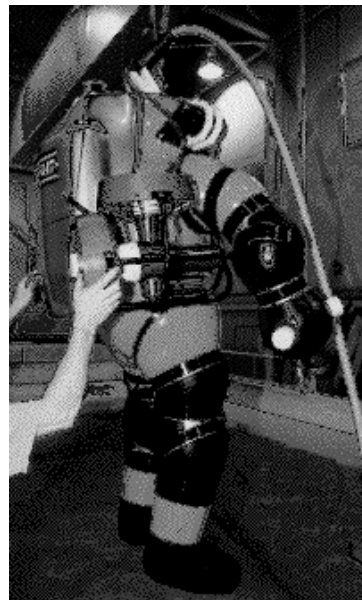
CORDLESS HEADSET



25K LOADERS



DEPLOYABLE RIB CRADLE



DIVING SUIT



C-17 INFRARED FLARES

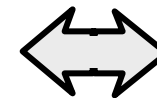
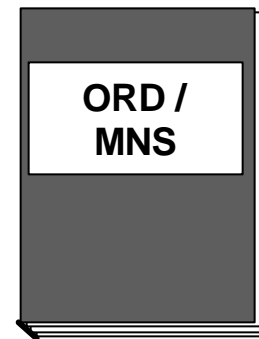
FCT PROPOSAL EVALUATION

- ☒ **ENDORSEMENT FROM WARFIGHTER/USER**
- ☒ **VALID REQUIREMENT**
- ☒ **PROCUREMENT POTENTIAL**
- ☒ **MARKET INVESTIGATION (CBD)**
- ☒ **COST & SCHEDULE REALISM**
- ☒ **IN PRODUCTION**
- ☒ **COST/SCHEDULE/PERFORMANCE BENEFITS**
- ☒ **ACQUISITION STRATEGY/CONTRACTING STRATEGY**
- ☒ **PAST PERFORMANCE**

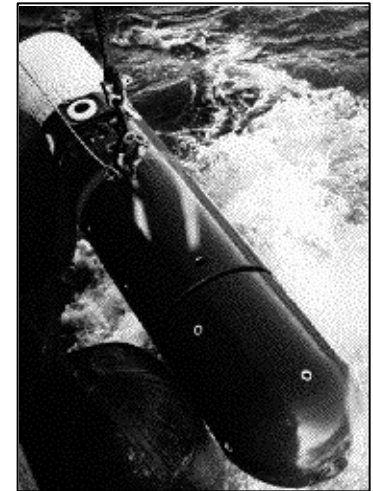


SUCCESSFUL FCT PROPOSALS

PRODUCT CAN
SATISFY FORMAL
REQUIREMENTS

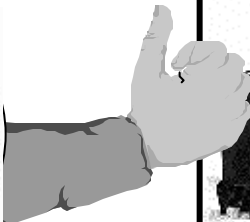


Versatile
Exercise
Mine System
(UK)



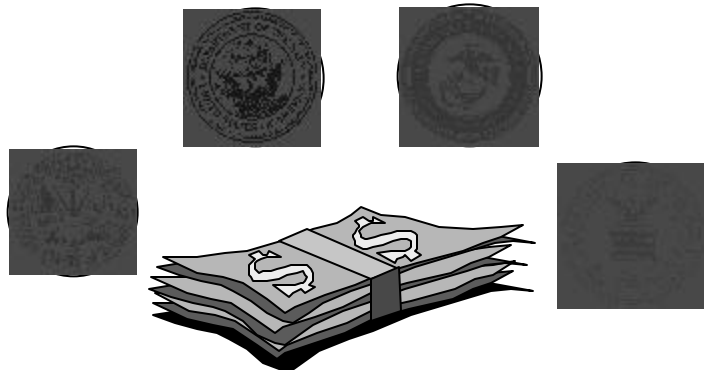
SERVICE PERFORMS MARKET SURVEY
OF U.S. AND FOREIGN SOURCES

USER ADVOCATES PROJECT



Small Unit Support Vehicle
(Sweden)

SERVICE IDENTIFIES
PROCUREMENT DOLLARS



Survey	
<input type="checkbox"/> Yes	
<input checked="" type="checkbox"/> No	
<input type="checkbox"/> Yes	
<input checked="" type="checkbox"/> No	
<input checked="" type="checkbox"/> Yes	
<input type="checkbox"/> No	

Survey	
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<input checked="" type="checkbox"/> Yes	
<input type="checkbox"/> No	
<input checked="" type="checkbox"/> Yes	
<input type="checkbox"/> No	



ANYONE CAN SUBMIT A PROPOSAL

- FIRST, Access FCT Web page at <http://www.acq.osd.mil/sts/fct>
- SECOND, Click on “FCTMS”
- THIRD, Click on “Summary Proposal” and fill in required information:
 - Proposer’s contact information (phone, address, email)
 - Item you are suggesting
 - Which Service you wish to look at your proposal

OR

- Just call us at (703) 602-3740, and we will put you in contact with the right people

FCT MEASURES OF SUCCESS



**SALES &
PARTNERSHIPS**



**RDT&E COST
AVOIDANCE**

PROCUREMENT

**TESTING THE
RIGHT STUFF
WELL**



**ACCELERATED
FIELDING**



**COMMITMENT TO
"TWO-WAY STREET"**

EXAMPLES OF RECENT FCT PROCUREMENTS

ALUMINUM ROADWHEELS FOR AAV

- NAVY/MARCOR - JULY 99

UNCOOLED THERMAL IMAGER

- USAF - MAY 99

MARITIME CRAFT AIR DELIVERY SYSTEM

- USSOCOM - SEPTEMBER 99

IMPROVED MOBILE SUBSCRIBER RADIO EQUIPMENT

- ARMY - JULY 98

LEGUAN HEAVY ASSAULT BRIDGE

- ARMY - MAY 98

NBC ANALYSIS SYSTEM

- NAVY/MARCOR - MAY 98

EAGLE VISION

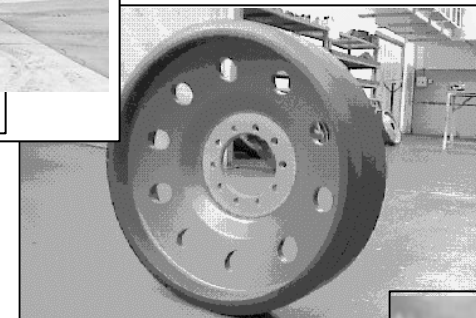
- USAF - MARCH 98

RUSSIAN TARGET MISSILE

- NAVY - OCTOBER 97



LEGUAN BRIDGE



MA-31 MISSILE

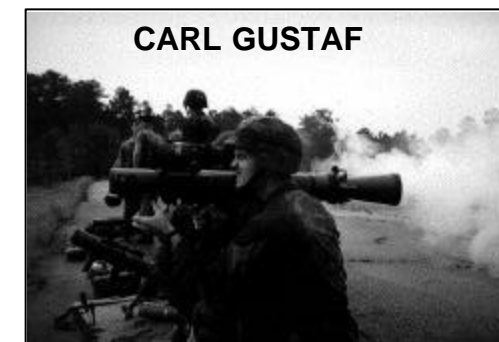
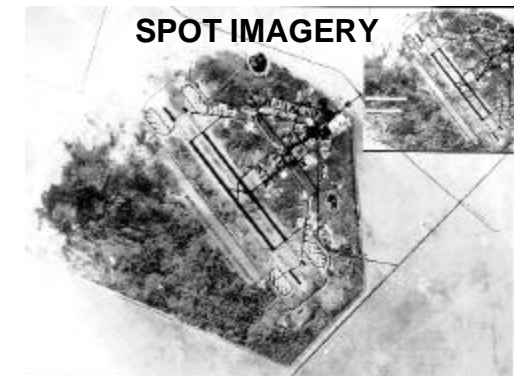




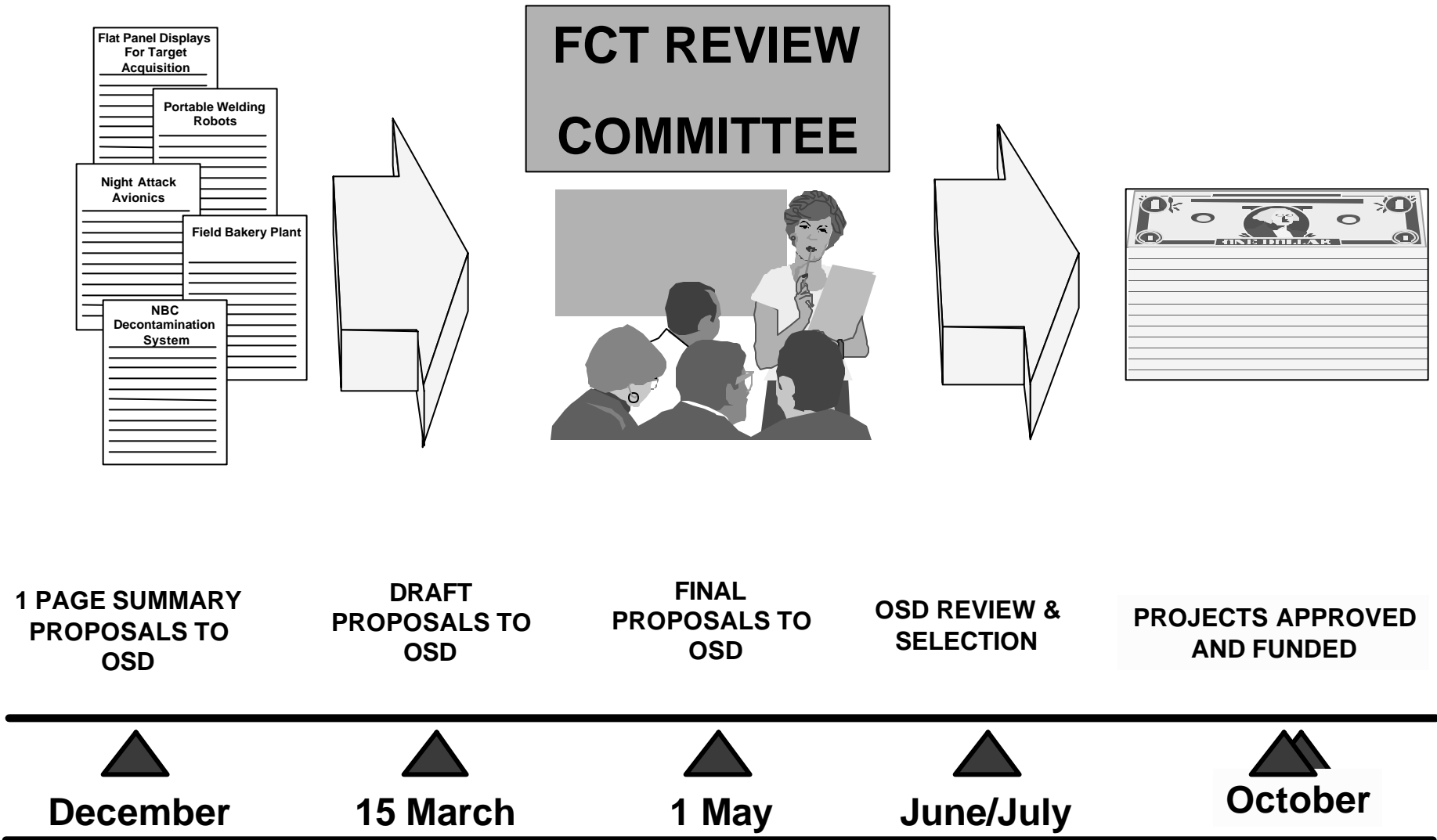
FCT SUPPORTS THE WARFIGHTER

***EQUIPMENT TESTED AND EVALUATED BY FCT
HELPS THE WARFIGHTER ACCOMPLISH
THE MISSION WHILE SAVING LIVES.***

- **COMBAT SUPPORT BOATS**
used to bridge swollen Sava River.
- **SPOT SATELLITE DIGITAL IMAGERY**
provides near real-time pictures to pilots before departing on flight missions.
- **EAGLE VISION GROUND STATION**
provides mission rehearsal and planning capabilities using spot imagery.
- **CHEMICAL AGENT MONITOR**
provides chemical agent monitoring capabilities.
- **CARL GUSTAF M3 RAAWS**
provides anti-armor protection.
- **2KW TACTICAL GENERATOR**
provides portable power to units in the field.



ANNUAL FCT CYCLE





HOW DO YOU GET INVOLVED

- Engage your embassy officials in the United States, defense and commercial
- Invite U.S. service representatives to conferences, shows and industry tours in your country
- Maintain contact with the FCT offices
- When your industry has an excellent product ready, submit a proposal
- Again, work closely with the FCT offices
- Check the Commerce Business Daily for competitive FCT announcements: <http://www.cbd-net.com>
- When your industry representatives are in the U.S., set up an appointment for them to meet with us



CONCLUSION

What is good for our Allies and friends is good for the United States.

We wish to strengthen our good relationship with more defense procurement traffic on the two-way street.



HOW TO CONTACT THE FCT OFFICE

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